

June 7, 2023



Maryland

GOVERNOR'S OFFICE
OF SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS

Ready, Set, GROW!

**PROCUREMENT
CONNECTIONS WORKSHOP**

Welcome!



Collaborating Partner



Thank You!





Leave No One Behind



Congratulations!

Citation Honorees



HONOREE



Minoo Bennett, PhD

Owner





HONOREE

DSI
DSI
CORPORATION

Myke Jones

President & CEO





HONOREE



John Walters

Owner





Maryland

GOVERNOR'S OFFICE
OF SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS

Procurement Overview

www.gomdsmallbiz.maryland.gov



Alison Tavik

Director of Communications
& Outreach

Governor's Office of Small, Minority & Women Business Affairs

- Oversight, monitoring, and compliance of three socioeconomic procurement programs across 70 state agencies/departments
 - Small Business Reserve (SBR) Program
 - Minority Business Enterprise (MBE) Program
 - Veteran-Owned Small Business Enterprise (VSBE) Program
 - Report SBR, MBE & VSBE fiscal year performance
- Conduct statewide outreach and training programs
 - T.I.P.S. (*Training & Insights for Procurement Success*) Webinar Series
 - Ready, Set, GROW! Procurement Connections webinars and workshops
 - Small Biz Resource Connections
- Curate online resources for small business growth and development
 - State of Maryland's Procurement Forecast

<https://goMDsmallbiz.maryland.gov>

Socioeconomic Procurement Programs

Small Business Reserve (SBR) Program

- Prime contracting program
- 15% set-aside
- Race and gender neutral
- State-defined small business eligibility standards apply
- Online certification process (eMMA)
- Annual renewal

Minority Business Enterprise (MBE) Program

- Subcontracting program
- 29% aspirational goal
- Race and gender specific
- Application-based certification process
- Annual renewal

Veteran-Owned Small Business Enterprise (VSBE) Program

- Subcontracting program
- 1% aspirational goal
- Online certification process (eMMA) includes **verification** of veteran status
- Annual renewal

MBEs and VSBEs are encouraged to perform as a prime contractor.

All 3 programs have annual renewal requirements.

Socioeconomic Procurement Programs

SBR Program

- \$432 million in payments

MBE Program

- \$1 billion in payments

VSBE Program

- \$35 million in payments

Fiscal Year 2022

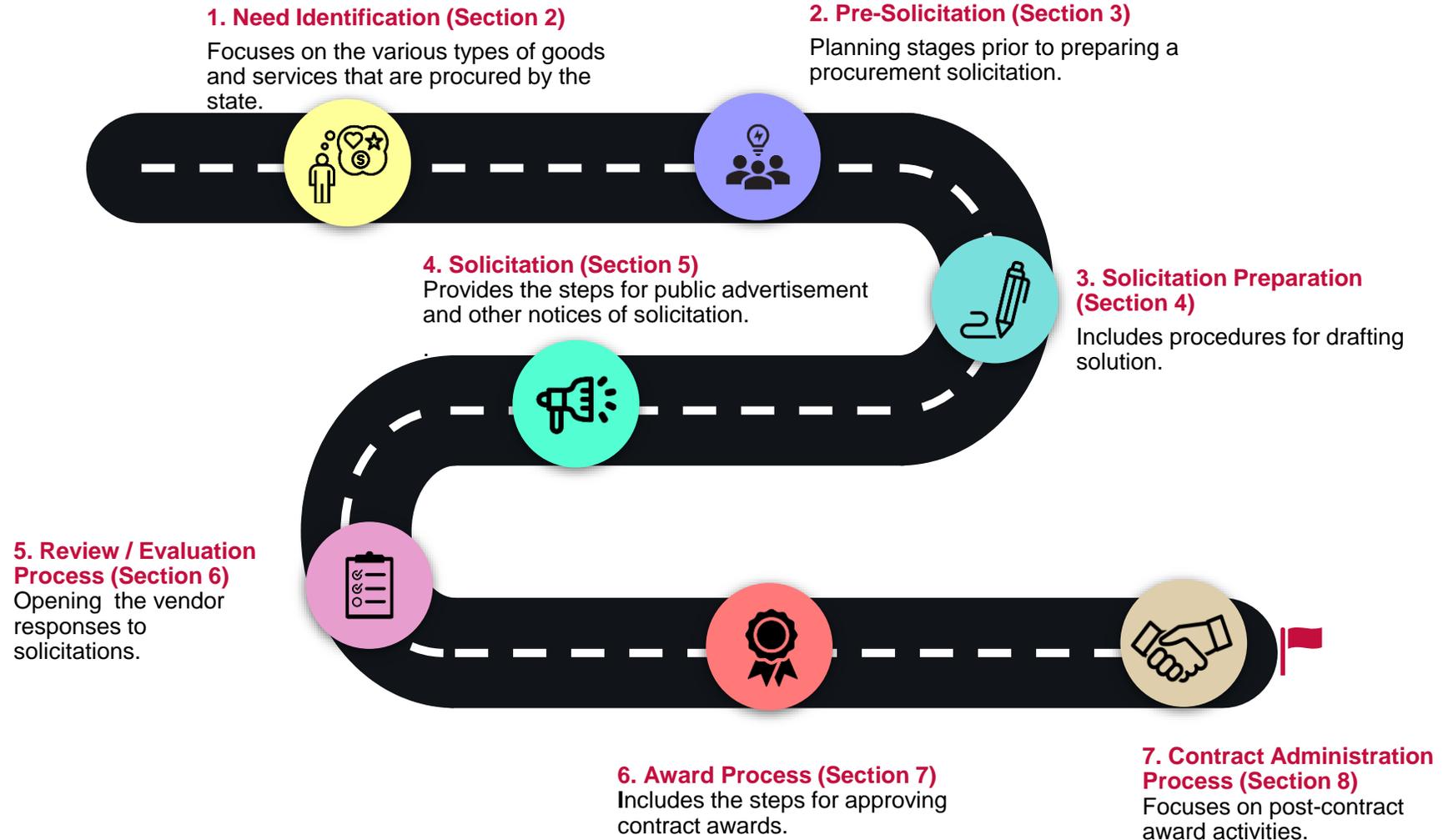
Procurement



The act of obtaining or buying goods or services through a process that includes preparation, processing, selection, compliance, and approval of payments.

State of Maryland Procurement Manual

Procurement Process



Open and Transparent Process



- [State Finance & Procurement Articles \(SF&P\) Division II](#)
- [Code of Maryland Regulation \(COMAR\) Title 21](#)
- [State of Maryland Procurement Manual](#)

Competitive Procurement Methods

Competitive Sealed Bids (CSB) Invitation for Bids (IFB)

- Seeking a price for known goods/services
- The solicitation is typically a straight-forward and well- defined
- Commonly used to purchase supplies, capital equipment or construction work
- Typically, not used for complex purchases

The award is based on minimum qualifications and price.

Competitive Sealed Proposals (CSP)

Request for Proposals (RFP)

- Seeking a solution for known problem with unknown goods/services
- Designed to help the contracting officer understand the various proposed methods and approaches that can be used to meet the requirements outlined in the solicitation
- Multi-step process, commonly used for complex purchases

The award is based on technical proposal and price (best value).

Late submissions are NOT allowed.

eMaryland Marketplace Advantage

The State of Maryland's internet-based eProcurement tool that facilitates an open and transparent procurement process.

No cost to register as a vendor.

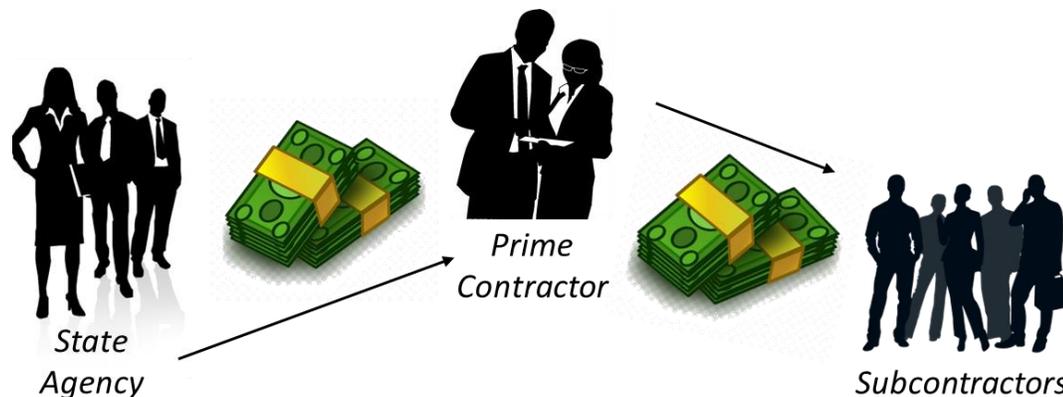
Posting Requirements:

- Solicitation Advertisements >\$15,000
- Contract Awards >\$50,000



Vendor Roles

Prime Contractor		Subcontractor
<ul style="list-style-type: none">• Legal contract with the state organization		<ul style="list-style-type: none">• Legal contract with the prime contractor
<ul style="list-style-type: none">• Responds to requests from state organization• Builds relationships with MBE and VSBE subcontractors		<ul style="list-style-type: none">• Builds relationships with prime contractors• Responds to requests from prime contractors
<ul style="list-style-type: none">• Follows state regulations and procedures for contracting• Chooses MBE and/or VSBE subcontractors		<ul style="list-style-type: none">• Follows prime contractor's policies and procedures• Verify payments from prime with the purchasing unit



Key Differentiators of Maryland's Public Procurement

- All vendors receiving a contract award from the State must be in good standing with the Maryland Department of Assessments and Taxation
- Competition is an integral part of public procurement; we actively seek multiple bidders/offerors
- eMaryland Marketplace Advantage (eMMA) is our online public bid board
 - All solicitations over \$15,000 must be published on eMMA
 - All awards over \$50,000 must be published on eMMA
- All purchasing units conduct a Procurement Review Group (PRG) to analyze each qualifying contract for potential:
 - SBR designation
 - MBE subcontracting goals and subgoals
 - VSBE subcontracting goals
- The Board of Public Works approves all contracts \$200,000 and above before the final "Notice to Proceed" can be awarded

Key Differentiators

- Qualifying solicitations between \$50,000 - \$500,000 are automatically designated to the SBR Program
- There is no cap on SBR designated solicitations; the value may exceed \$500,000
- SBR designated solicitations may include MBE goals
- Minority, women, and veteran-owned firms are encouraged to join the SBR Program
 - *Online certification process can be completed in 1 day*

Key Differentiators of Maryland's Socioeconomic Procurement Programs

1. Contracts over \$100,000 are evaluated for MBE and VSBE inclusion
2. Purchasing agency must conduct a pre-bid meeting for all solicitations that include an MBE and/or VSBE goal
3. Prime contractor must name the MBEs and/or VSBE subcontractors in the bid/solicitation
4. MBE and VSBE subcontracts are required to submit payment reports directly to the purchasing unit
5. MBEs and VSBEs cannot be removed by the prime without written consent from the agency head

Key Differentiators

- MBEs and VSBEs are encouraged to perform at the prime contractor level
- MBEs with dual certification can meet multiple subgoals on the same contract
- VSBEs with MBE certification can fulfill both subcontracting goals on the same contract
- There is no cost to receive or maintain SBR, MBE, or VSBE certifications
- Firms are encouraged to obtain certification in each program for which they qualify
- SBR, MBE & VSBE Liaisons are positioned in every participating agency
 - Liaisons report directly to a senior official
 - Liaisons participate on the Procurement Review Group
 - Liaisons assist with resolving issues between the prime and the SBR, MBE or VSBE
 - The liaison directory is published online

Know Your Customer

“The State of Maryland does not buy anything. Agencies and departments procure things.”

- *Alison Tavik*

Pipeline

eMaryland
Marketplace
Advantage

Procurement
Forecast

Board of Public
Works
Documents

Governor's Office of Small,
Minority & Women
Business Affairs
FY2022 Annual
Report

Mining the Pipeline



Data mining is the process of finding and extracting usable data from a larger data set to identify patterns and correlations.

The information can be used to increase revenue, cut costs, improve customer relationships, reduce risk, and more.



What Are You Looking For?



Prime Contractors

- Competitors
- Pricing
- Contracting cycles
- Purchasing units
- Purchasing officers



Sub Contractors

- Primes who win state contracts
- Contracting cycles
- Socioeconomic program inclusion
- Purchasing units

Online Resources

Enter search term

Home MBE PROGRAM SBR PROGRAM VSBE Program RESOURCES PROCUREMENT FORECAST

GOVERNOR'S OFFICE OF
Small, Minority & Women Business Affairs

GOVERNOR'S COORDINATING OFFICES HOME

Quick Links

- About Us
- FAQs
- Legislation and Policy
- Outreach
- News
- Reports
- Contact Us

SBR PROGRAM REPORTING TOOLKIT

MBE PROGRAM REPORTING TOOLKIT

VSBE PROGRAM REPORTING TOOLKIT

Attention SBR & VSBE Vendors
If you are experiencing problems with certification or recertification in eMMA, call us for assistance at 410-697-9600.

TOP WEBSITE PICKS

- NEW - 2022 Expanding Opportunities Magazine
- eMaryland Marketplace Advantage (eMMA)
- Maryland Financial Incentives for Businesses
- Maryland Business Express
- Maryland Entrepreneur Hub
- SBR Liaisons
- MBE Liaisons
- VSBE Liaisons
- MBE Rights & Responsibilities
- FY2021 Customer Service Annual Report

MINING PUBLIC DATA

eMaryland Marketplace Advantage (eMMA)

- Video
- Slide Deck

Procurement Forecast

- Video
- Slide Deck

Board of Public Works

- Video
- Slide Deck

Calling all veteran entrepreneurs. Join the VSBE Program today!

Ready, Set, GROW! Procurement Connections Workshop

6.7.2023

FY2022											
MBE Participating Agency/Department	Architectural	Engineering	Construction	Construction Related Services	Maintenance	Services	Supplies & Equipment	IT Services	IT Supplies & Equipment	Human, Cultural, Social, & Educational Services	
EDUCATION			X			X		X	X		4
ENVIRONMENT						X	X	X	X		4
ENVIRONMENTAL SERVICES		X	X			X	X		X		5
GENERAL SERVICES	X		X		X	X	X	X			6
HOUSING & COMMUNITY DEVELOPMENT						X					1
HUMAN SERVICES						X	X	X	X	X	5
INSURANCE ADMINISTRATION						X	X	X	X		4
MOTOR VEHICLE ADMINISTRATION			X		X	X	X	X	X		6
PORT ADMINISTRATION						X	X	X			3
PUBLIC SAFETY & CORRECTIONAL SERVICES				X	X		X	X	X		5
STADIUM AUTHORITY			X	X	X		X				4
STATE HIGHWAY ADMINISTRATION		X	X	X	X		X	X	X		7
STATE POLICE					X		X	X	X		4
TOWSON UNIVERSITY	X	X	X	X	X		X	X	X		8
TRANSPORTATION AUTHORITY	X		X					X			3
U OF MD, COLLEGE PARK	X	X	X	X	X		X	X	X		8
	4	4	9	5	8	9	13	13	11	1	



Maryland

GOVERNOR'S OFFICE
OF SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS

June 7, 2023



Lisa Mitchell Sennaar

Small Business Reserve
Compliance Manager

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GOVERNOR'S OFFICE
OF SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS

June 7, 2023

Agency Participation Glance

www.goMDsmallbiz.maryland.gov



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GOVERNOR'S OFFICE
OF SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS

June 7, 2023

Agency Participation Glance

- How much do they spend with SBR, MBE and VSBE vendors?
- What do they buy?
- When will they buy?



DEPARTMENT OF
GENERAL SERVICES

dgs.maryland.gov

FY2022 Spend

SBR - \$9,119,329

MBE - \$71,209,267

VSBE - \$9,124,130

June 7, 2023

www.goMDsmallbiz.maryland.gov

Standard & Pipeline Purchases

Construction	Facilities Maintenance	Commodities	Information Technology	Professional Services
<ul style="list-style-type: none"> ▪ Architectural & Engineering ▪ General Contractors ▪ Trade Contractors ▪ Roofing ▪ Building Envelope ▪ HVAC ▪ Electrical ▪ Plumbing ▪ Paving 	<ul style="list-style-type: none"> ▪ Janitorial Services ▪ Security Guard Services ▪ Comprehensive Building Management ▪ Pest Control ▪ Elevator Maintenance ▪ Fire Alarm/Sprinkler System ▪ Inspection/Maintenance ▪ Window Washing ▪ Landscaping 	<ul style="list-style-type: none"> ▪ Vehicles & Vehicle Parts ▪ Uniforms & Clothing ▪ Law Enforcement Supplies ▪ Fish & Fish Food ▪ Road Salt ▪ Lab Supplies & Equipment ▪ Food & Beverages ▪ Medical Supplies & Equipment ▪ Office Supplies 	<ul style="list-style-type: none"> ▪ Consulting & Technical Services (CATS) ▪ Hardware and Associated Equipment and Services ▪ Commercial Off-the-Shelf Software (COTS) ▪ Desktop, Laptop, and Tablet 	<ul style="list-style-type: none"> ▪ Audit Services ▪ Job Recruitment Advertising ▪ Statewide Fleet Maintenance and Repair Services ▪ Foreign Language Interpretation/Translation ▪ Travel Services
			See IT Master Contracts page	See Professional Services page

Formal Procurements

\$50,000+ at the state level

Current Opportunities on eMMA

eMMA ID	Buyer	Description	MBE/SBR/VSBE Designation	Bid Opening Date
BPM036502	Jessica Matos	Construction - MD Dept. of Emergency Mgmt. Headquarters Expansion	VSBE - 5% MBE - 22%	12/31/2023
BPM037745	Christy Johannesen	Real Estate - Office Space Lease		6/29/2023
BPM037970	Justin Whitcome	Construction - Western MD Scenic Railroad Grouting	VSBE - 5% MBE - 5%	6/27/2023
BPM037937	Kimberly Langkam	Construction - Remove & Replace Ghost Frames at Historic St. Mary's City Outdoor Exhibits	SBR Only	6/21/2023
BPM037105	David Renfro	Commodity - Rock Salt & Solar Salt	MBE - 5%	6/20/2023
BPM037945	Monica Franklin	Commodity - Police Dispatcher Uniforms for MDTA		6/16/2023



Maryland
Transportation
Authority

June 7, 2023

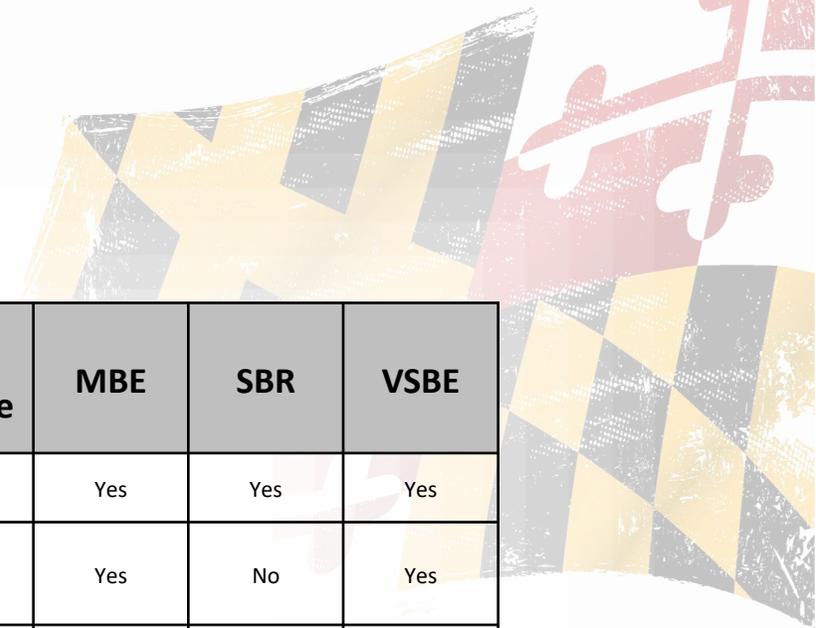
FY2022 Spend

SBR - \$19,899,869

MBE - \$92,635,045

VSBE - \$4,971,770

Formal Procurements



Contract No. Advertisement dates	Construction - Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
KB-3007-0000R	Police Headquarters Building Envelope Renovations	Spring 2023	Yes	Yes	Yes
KB-3005-0000	I-695 Subgrade Improvements at Bear Creek	Spring 2023	Yes	No	Yes
HT-3018-0000	Resurfacing North and South of BHT	Spring 2023	Yes	No	Yes
KH-3040-0000	MD 24 NB Auxiliary Lane - MD 924 through Singer Road Intersection	Spring 2023	Yes	No	Yes
MR-3030-0000	Environmental On-Call Phase IV	Spring 2023	Yes	No	Yes
MA-3017-0000	Radio Rebroadcast and Radiax in BHT & FMT	Summer 2023	Yes	No	Yes
HB-3001-0000	Cleaning and Painting of the Hatem Bridge	Summer 2023	TBD	TBD	TBD
KH-3020-0000	I-95 ETL NBE - MD 24 to Bynum Run	Summer 2023	TBD	TBD	TBD
MR-3020-0000	On-Call Facility/Building Repairs	Summer 2023	TBD	TBD	TBD
HT-3014-0000	I-895 All-Electronic Tolling Conversion – Design/Build	Summer 2023	Yes	No	Yes
MR-3018-0000R	Drainage Rehabilitation - Phase III - Outfalls	Fall 2023	TBD	TBD	TBD

A/E, Services and Maintenance Procurements

Contract No.	A&E - Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
2019-02 B	SBR Comprehensive Building and Facility Engineering and Consulting Services	Summer 2023	Yes	Yes	Yes
2022-01 A	Comprehensive Project Planning and Miscellaneous Consultant Services	Summer 2023	No	No	No
2022-02 B	SBR Construction Management and Inspection (CMI) Services	Summer 2023	Yes	Yes	Yes
2022-03 A	Comprehensive Traffic Engineering Services	Summer 2023	TBD	TBD	TBD
2022-01 B	SBR Comprehensive Project Planning and Miscellaneous Consultant Services	Summer 2023	No	Yes	No
2022-04 A	Comprehensive Operational Asset Management & Support Services	Summer 2023	TBD	TBD	TBD
2022-05 A	Asset Management Program Support Services	Summer 2023	TBD	TBD	TBD
Contract No.	Services and Maintenance - Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
SV-3109-0000	Debt Collection Services for Out of State Tolls and Violations RFP	Summer 2023	Yes	No	Yes
SV-00210586	Right of Way Services	Spring 2023	Yes	No	Yes
MT-00210823	Sludge Debris Removal at FMT	Spring 2023	No	No	No
SV-00210819	Third Party Environmental Audits	Spring 2023	No	Yes	No
MT-3138-0000	Generator Maintenance	Spring 2023	No	No	No

IT Procurements and Commodities

Contract No.	IT - Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
J01P3600040	Panasonic Toughbook	May 2023	N/A	Y	N/A
Contract No.	Commodities - Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
CC-00210667	Gym Equipment for MDTA Police	May 2023	N/A	N/A	N/A
J01R3600002	Dispatcher Uniforms for MDTA Police	May 2023	N/A	Y	N/A
J01R3600008	Bike Uniforms for the MDTA Police	May 2023	N/A	Y	N/A
J01R3600006	Outerwear for the MDTA Police	Summer 2023	N/A	Y	N/A



June 7, 2023

FY2022 Spend

SBR - \$8,971,265

MBE - \$7,619,740

VSBE - \$76,145

Standard & Pipeline Purchases

- Laboratory Supplies
- Flares
- Helicopter Parts
- Radio Parts/Repairs
- Pest Control Services
- Janitorial Services
- Grounds Keeping
- HVAC
- Police Supplies
- Porta-Pots
- Diving Equipment
- Flooring
- Construction
- Printing
- Plumbing
- Electrical Work

Formal Procurements

\$50,000+ at the state level

Future Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
TBD	Wendy Franz	Lawn Care – Multiple Locations	SBR	2 nd QTR FY24
TBD	Wendy Franz	Pest Control – Multiple Locations	SBR	3 rd Qtr FY24
TBD	Udoka Onewumechili	Hazardous Waste Removal	SBR	2 nd Qtr FY24
TBD	Chris Connell	Dive Boat	N/A	1 st Qtr FY24



FY2022 Spend

SBR - \$4,177,501

MBE - \$13,034,189

VSBE - \$209,796

June 7, 2023

Standard & Pipeline Purchases

- IT Supplies
 - Desktops, Laptops, CCTV cameras, etc.
- IT Services
 - IT Resources
 - CCTV Camera Installation
 - Cable & Wiring Installation
 - Assessments
 - Cyber Security
- Services
 - Janitorial, Shuttle Bus Services, Security Guard Services, Building Maintenance, Elevator Maintenance, Landscaping Services
- Construction
 - Marine & Waterfront Construction, Agency-Wide Specific (Paving, Substructure, Facility Improvements)
- Architectural/Engineering
 - Miscellaneous Engineering Services
 - Environmental Engineering Consultant Services
 - Diving Services
 - Dredging & Coastal Engineering Consultant Services

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Contract Number & Title	Estimated Advertisement Date	Estimated Value	Category of Work	MBE/VSBE Goal	SBR Designated (Yes/No)	Procurement Officer Contact Information
224006-S Shuttle Bus Services at Cruise Terminal	Fall 2023	\$200,000 NTE	Services	TBD	Yes	Tara Dowell tdowell@marylandports.com
TBD - Janitorial Services at Cruise Terminal	Fall 2023	\$200,000 NTE	Services	TBD	Yes	Tara Dowell tdowell@marylandports.com
TBD - IT Staff Augmentation Services	Summer 2023	\$15,000,000 NTE	Services	TBD	Yes	Margie Koppelman mkoppelman1@marylandports.com
TBD – IT Architect	Summer 2023	\$1,000,000- \$2,000,000	IT Services	TBD	Yes	Margie Koppelman mkoppelman1@marylandports.com
521020 Tidal Gates at Dundalk Marine Terminal	Summer 2023	\$5,000,000 - \$7,000,000	Construction	25% DBE/0% VSBE	No (Federal funds)	Mark Riesett mriesett@marylandports.com



FY2022 Spend

SBR - \$468,561

MBE - \$361,156

VSBE - \$57,702

June 7, 2023

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Standard & Pipeline Purchases

- * IT Software & Maintenance
- * IT Hardware & Maintenance
- * IT Consulting
- * Financial Examination & Auditing Services - Every 5 Years
- * Insurance Related Consulting Services
- * Producer Licensing Examination and Pre-Licensing Services - Every 5 Years

Complete Agency Overview

www.gomdsmbiz.maryland.gov





Maryland

DEPARTMENT OF HOUSING
AND COMMUNITY DEVELOPMENT

June 7, 2023

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaison

Jacquetta Wright
Socioeconomic Programs Manager
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Procurement Officer

Amanda Sadler
Procurement Director
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Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR Designated	Proposal Closing Due Date:
S00R3600013	Joy Niles	DHCD is seeking a qualified firm to provide lead paint risk assessment and inspection services necessary to comply with U. S. Department of Housing and Urban Development (“HUD”) regulations at 24 CFR Part 35. The regulations establish emphasis on hazard reduction requirements that reduce lead in house dust. Housing built after January 1, 1978 is considered exempt from these regulations. The regulations protect young children from lead-based paint hazards in housing that is financially assisted by the federal government or being sold by the government.	MBE: None VSBE: None SBE Designated: Yes	Jul 13 2023 at 2:00PM

Standard & Pipeline Purchases

- Real Estate Services
- Auctioneering Services
- Auditing Services
- Call Center Services
- Marketing Services
- Media Buying Services
- Physical Site Inspection Services
- Real Estate Appraisal Services
- Energy Consultant Services
- Office Furniture
- Weatherization Services
- Marketing Services
- Digital Marketing Services
- Media Buying Services
- Financial Advisory Services
- Construction Management Services
- Temporary Financial Staffing Services



MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Jessica Horton
MBE Director, VSBE Liaison
(410) 767-1693
Jessica.horton1@maryland.gov

Chanda Miller
SBR Liaison
(443) 257-6493
Chanda.miller2@maryland.gov

Procurement Officer

Nneka Willis-Gray
Procurement Director
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Nneka.willisgray@maryland.gov

June 7, 2023

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Formal Procurements

\$50,000+ at the state level

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
CSA/SDU-22-001-S	Rufus Berry	State Disbursement Unit (SDU): This is an RFP for the purpose of developing, managing, and operating the State Disbursement Unit, a centralized child support payment processing unit.	MBE (29%)/VSBE (1%)	TBD
BCDSS/CWS-23-176-S	Henry ThorStraten	Child Welfare 1:1 Support Services: RFP to provide high quality One-on-One Support Services for children placed in out-of-home care. One-on-One Support Services are temporary supplemental services to provide individual supervision and support for children/youth to ensure their safety and wellbeing and the safety and wellbeing of others in the placement setting.	MBE (15%)	TBD
BCDSS/FIA-23-060-S	Sang Kang	Focused Learning, Education and Experience (FLEX) Program: RFP to provide Baltimore City residents in need with the tools and skills they need to obtain livable wage employment.	MBE (29%)	TBD
CSA/PR-24-001-S	Sang Kang	Privatization of Child Support Services in Baltimore City: RFP to select a Contractor to provide the full range of Child Support services in Baltimore City which includes location of non-custodial parents, establishment of paternity, establishment and enforcement of child and medical support obligations, decentralized collections, and review and adjustments of child support obligations.	MBE (29%)/VSBE (1%)	TBD
SSA/PAAPS-23-001-S	Kanisha Reed	Post Adoption Support and Preservation Services: RFP to provide Post Adoption Support and Preservation Services to adoptive families who have finalized adoptions in order to prevent adoption disruptions and dissolutions.	MBE (3%)	TBD

Standard & Pipeline Purchases

- IT Staffing
- IT Software and Hardware
- Security / Armed Guards Services
- Janitorial Services
- Transportation Services
- Residential Child Care
- Respite Care
- Legal Services



Maryland

Department of
the Environment

June 7, 2023

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Amanda Hutchison
Small, Minority, Veteran-Owned Business Liaison
410-537-4274
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Procurement Officers

Jacqueline Harrison
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Jacqueline.Harrison1@maryland.gov

Dinesh Gandhi
410-537-3872
Dinesh.Gandhi@maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
TBD	TBD	Consultant Firm for Recycling Study in Maryland	TBD	TBD
TBD	TBD	Environmental Support for Statewide Remedial Response Activities	28% MBE 5% VSBE No SBR	TBD

Standard & Pipeline Purchases

Items

- Outerwear apparel such as 15" rubber boots, chest waders, gaiters, vests, gloves, etc.
- Laboratory gases (liquid nitrogen (LN2) and gas nitrogen (N2), Argon, Carbon Dioxide, Helium, Hydrogen)
- Ammonia, Nitrate, and turbidity meters, probes, and colorimeters
- Air monitoring shelters (similar to trailers, they house air monitoring computer equipment)
- Lithium-Ion battery recycling pails
- Oil only sorbents, booms, sweeps (must be hydrophobic, oil-attracting, and suitable for outdoor use)
- Boats
- Small purchases for items such as office stationery, environmentally - friendly cleaning products, laboratory equipment such as glassware and probes, industrial supplies such as nuts, bolts, and washers, electronic supplies such as USB phone chargers, phone car chargers, laptop bags, phone cases, power banks, computer mouse

Services

- Laboratory services that analyze water, soil, air, and fish tissue samples
- Janitorial services in Western MD
- Landscaping services in Western MD
- Mine drainage & abatement in Western MD (includes excavation, drilling, earth work, geotechnical engineering, etc.)
- Hydrated lime, calcium oxide, liquid caustic soda products and their delivery to Western MD
- Helicopter rental services to inspect mine sites in Allegany and Garrett counties
- Climate change consultants
- Recycling study consultants



MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Timothy Barnes

Manager, MBE & SBR Programs

410-729-8513

tkbarnes@menv.com

Procurement Officer

Hattie Crosby

Chief, Procurement & Purchasing

410-729-8511

hcrosby@menv.com

June 7, 2023

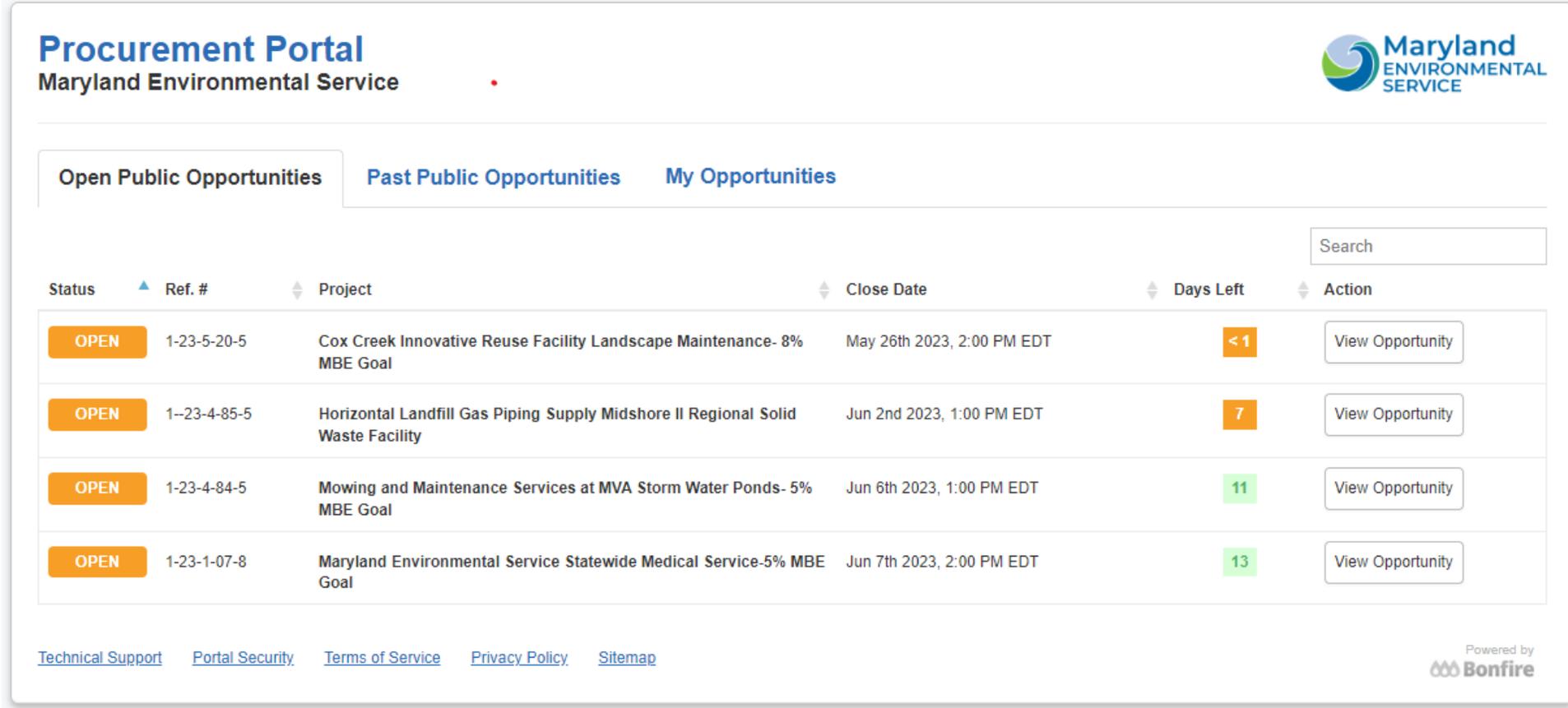
www.goMDsmallbiz.maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

To go to MES Procurement Portal (Bonfire): <https://menv.bonfirehub.com/portal/>



The screenshot displays the 'Procurement Portal' for the Maryland Environmental Service. It features a navigation bar with tabs for 'Open Public Opportunities', 'Past Public Opportunities', and 'My Opportunities'. A search bar is located in the top right. Below the navigation, a table lists four current procurement opportunities, each with a status of 'OPEN', a reference number, project description, close date, days left, and a 'View Opportunity' button.

Status	Ref. #	Project	Close Date	Days Left	Action
OPEN	1-23-5-20-5	Cox Creek Innovative Reuse Facility Landscape Maintenance- 8% MBE Goal	May 26th 2023, 2:00 PM EDT	< 1	View Opportunity
OPEN	1--23-4-85-5	Horizontal Landfill Gas Piping Supply Midshore II Regional Solid Waste Facility	Jun 2nd 2023, 1:00 PM EDT	7	View Opportunity
OPEN	1-23-4-84-5	Mowing and Maintenance Services at MVA Storm Water Ponds- 5% MBE Goal	Jun 6th 2023, 1:00 PM EDT	11	View Opportunity
OPEN	1-23-1-07-8	Maryland Environmental Service Statewide Medical Service-5% MBE Goal	Jun 7th 2023, 2:00 PM EDT	13	View Opportunity

At the bottom of the page, there are links for 'Technical Support', 'Portal Security', 'Terms of Service', 'Privacy Policy', and 'Sitemap'. The footer also includes the text 'Powered by Bonfire'.

Standard & Pipeline Purchases

MES frequently seeks services in the following areas:

- Architectural Engineering Services
- GIS Services
- Construction Related Services
- Heavy Equipment
- Hauling
- Laboratory Services
- Chemicals
- Temporary Labor
- Community Relations and Media
- Information Technology



June 7, 2023

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

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Procurement Officer

Dirk Griffin
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MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

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Office of Procurement

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June 7, 2023

www.goMDsmallbiz.maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
BPM036223	Justin Martin Justin.Martin@Maryland.gov	Tower Window Replacement at Maryland Correctional Institution Women	0% / 0%	June 2, 2023
BPM037683	Justin Martin Justin.Martin@Maryland.gov	Underground Water Main Repair at Jessup Correctional Institution	0% / 0%	May 23, 2023

Formal Procurements

\$50,000+ at the state level

Pipeline Opportunities

Buyer	Description	Estimated Value
Dyvor Gibson Dyvor.Gibson2@Maryland.gov	ASL Interpreter Services	\$1,000,000 to \$3,000,000
Jatavia Shittu Jatavia.Shittu@Maryland.gov	Food Exhaust Hood Cleaning Services for the Jessup Region	\$500,000 to \$1,000,000
Debbie Pecora Debbie.Pecora1@Maryland.gov	Psychological Risk Assessments	\$500,000 to \$1,000,000
Michael Howard Michael.Howard1@Maryland.gov	ASG Rocket Systems Maintenance License	\$100,000 to \$500,000
Art Petersen Arthur.Petersen@Maryland.gov	Cisco System Network Upgrade	\$50,000 to \$100,000
Jatavia Shittu Jatavia.Shittu@Maryland.gov	Resurfacing JCI Inmate Gym Floor	\$50,000 to \$100,000

Standard & Pipeline Purchases

Category I (\$0 - \$5,000)

On-Call Maintenance Services in the categories:

- Electrical Work
- Plumbing
- Mechanical
- HVAC
- Lock-Smith for Jail Cells
- Kitchen Appliances
- Walk-In Refrigerators
- IT equipment (laptops, etc)

Category II (\$5,001 - \$15,000)

- Sports Products
- Small Kitchen Appliances
- Court Reporters
- IT equipment

Category III (\$15,001 - \$50,000)

- Large Appliances – Washers and Dryers
- Pool Tables
- Minor Renovations Projects
- Pest Control Services
- Landscaping/ Grounds Keeping
- Temporary Staffing Services
- Interpreter Services
- Background Services
- IT equipment and Licenses

Formal Procurements

\$50,000+ at the state level

Future Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
TBD	Wendy Franz	Lawn Care – Multiple Locations	SBR	2 nd QTR FY24
TBD	Wendy Franz	Pest Control – Multiple Locations	SBR	3 rd Qtr FY24
TBD	Udoka Onewumechili	Hazardous Waste Removal	SBR	2 nd Qtr FY24
TBD	Chris Connell	Dive Boat	N/A	1 st Qtr FY24

Standard & Pipeline Purchases

- Laboratory Supplies
 - Flares
 - Helicopter Parts
- Radio Parts/Repairs
- Pest Control Services
- Janitorial Services
- Grounds Keeping
 - HVAC
- Police Supplies
 - Porta-Pots
- Diving Equipment
 - Flooring
 - Construction
 - Printing
 - Plumbing
- Electrical Work



Procurement Contacts

PROCUREMENT AND BUSINESS SERVICES

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Send Capabilities Statement to:

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Rex N. Fitch, CPCM

Director, Construction and Facilities

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07 June 2023

www.purchase.umd.edu

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
BPM035795	Karen Elvidge	Professional Engineering Services	N/A	3/30/2023
BPM036271	Rochandra LOMAX-COOK	Legal Services Title IX and Civil Rights Investigator RFP	N/A	TBA

Standard & Pipeline Purchases

Unique Things We Buy

Small Procurements & Credit Card Purchases

Procurements (>\$25,000)

P-card (\$0 - \$5,000)

- Promotional Items
- Banners
- Bulletin Boards
- White Boards
- Trash Receptacles
- Uniforms & Clothing
- Office Supplies

Small Non-competitive (\$5,000 - \$25,000)

- Automotive Parts
- Scientific Equipment
- Athletic Equipment
- Laboratory Supplies
- Marketing Materials
- Website Design
- Medical Supplies
- Facilities Supplies

Industrial Equipment & Supplies

- Scientific
- Healthcare
- Laboratory
- Testing
- Food Service
- Research
- Animal Care
- Fire Alarm maintenance
- Boiler maintenance

Facilities Services & Supplies

- Carpet Replacement
- Carpet Cleaning
- Window Washing
- Lawn Maintenance
- Snow Removal
- Facilities Repair
- Duct Cleaning
- Lighting Replacement
- Door Replacement
- Millwork
- Painting
- Moving Services



DEPARTMENT OF
GENERAL SERVICES

dgs.maryland.gov

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Sean Stinnett

MBE/SBR/VSBE Liaison & Compliance

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Procurement Officer

Visit the DGS table for a full list!

June 7, 2023

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Formal Procurements

\$50,000+ at the state level

Current Opportunities on eMMA

eMMA ID	Buyer	Description	MBE/SBR/VSBE Designation	Bid Opening Date
BPM036502	Jessica Matos	Construction - MD Dept. of Emergency Mgmt. Headquarters Expansion	VSBE - 5% MBE - 22%	12/31/2023
BPM037745	Christy Johannesen	Real Estate - Office Space Lease		6/29/2023
BPM037970	Justin Whitcome	Construction - Western MD Scenic Railroad Grouting	VSBE - 5% MBE - 5%	6/27/2023
BPM037937	Kimberly Langkam	Construction - Remove & Replace Ghost Frames at Historic St. Mary's City Outdoor Exhibits	SBR Only	6/21/2023
BPM037105	David Renfro	Commodity - Rock Salt & Solar Salt	MBE - 5%	6/20/2023
BPM037945	Monica Franklin	Commodity - Police Dispatcher Uniforms for MDTA		6/16/2023

Standard & Pipeline Purchases

Construction	Facilities Maintenance	Commodities	Information Technology	Professional Services
<ul style="list-style-type: none"> ▪ Architectural & Engineering ▪ General Contractors ▪ Trade Contractors ▪ Roofing ▪ Building Envelope ▪ HVAC ▪ Electrical ▪ Plumbing ▪ Paving 	<ul style="list-style-type: none"> ▪ Janitorial Services ▪ Security Guard Services ▪ Comprehensive Building Management ▪ Pest Control ▪ Elevator Maintenance ▪ Fire Alarm/Sprinkler System ▪ Inspection/Maintenance ▪ Window Washing ▪ Landscaping 	<ul style="list-style-type: none"> ▪ Vehicles & Vehicle Parts ▪ Uniforms & Clothing ▪ Law Enforcement Supplies ▪ Fish & Fish Food ▪ Road Salt ▪ Lab Supplies & Equipment ▪ Food & Beverages ▪ Medical Supplies & Equipment ▪ Office Supplies 	<ul style="list-style-type: none"> ▪ Consulting & Technical Services (CATS) ▪ Hardware and Associated Equipment and Services ▪ Commercial Off-the-Shelf Software (COTS) ▪ Desktop, Laptop, and Tablet 	<ul style="list-style-type: none"> ▪ Audit Services ▪ Job Recruitment Advertising ▪ Statewide Fleet Maintenance and Repair Services ▪ Foreign Language Interpretation/Translation ▪ Travel Services
			See IT Master Contracts page	See Professional Services page



MARYLAND DEPARTMENT
OF TRANSPORTATION

STATE HIGHWAY
ADMINISTRATION

June 7, 2023

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

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Formal Procurements

\$50,000+ at the state level

Current Opportunities

eMMA No.	Buyer	Description	MBE/SBR Designated	Bid Opening Date
BPM037521	Danielle Preston	XX9215277 - SAFETY & RESURFACE ON VARIOUS ROADWAYS IN WESTERN WASHINGTON COUNTY	10% DBE (federally funded)	06/08/2023
BPM037371	Colleen Robinson	440D31426 - Drainage Repairs at Various Locations in Montgomery & Prince George's Counties	2% MBE	06/08/2023
BPM037529	Kelly Powell	GA4305123 - I-68 Upgrade/Installation of Scale Equipment Finzel TWIS - Garrett & Allegany Counties	5% DBE (federally funded)	06/08/2023
BPM037665	Colleen Robinson	5282G51426 - Highway Lighting Maintenance & Repair at Various Locations in Northern Anne Arundel County	5% MBE	06/08/2023
BPM037392	Kelly Powell	WA0795170 - US 40 Edgewood Drive to Clevel & Avenue Smart Signal - Washington County	9% DBE (federally funded)	06/08/2023
BPM037669	Dorothy Antlitz	4283GC1426SB - Hand Mowing With Baggers, Trimming & Litter Pickup Along MD 157, MD 158 & Wharf Road in Baltimore County in the Golden Ring Shop Area	Small Business Reserve	06/08/2023
BPM037667	Colleen Robinson	549D21426SB - Highway Maintenance Contract Support at Various Locations in Caroline, Cecil, Kent, Queen Anne's & Talbot Counties	Small Business Reserve	06/08/2023
BPM037636	Allen Jacobs	XX3725277 - Sidewalks Upgrades for ADA Compliance at Various Locations in Caroline, Cecil, Kent, Queen Anne's & Talbot Counties	14% DBE (federally funded)	06/15/2023
BPM037714	Danielle Preston	XX1535A77 - Permanent Patching of Asphalt Superpave at Various Locations in Cecil County	15% DBE (federally funded)	06/15/2023
BPM036711	Allen Jacobs	CL4055277R - MD 851 (Springfield Avenue) from Main Street to Warfield Road Drainage Improvement Carroll County	22% DBE (federally funded)	06/15/2023
BPM037638	Allen Jacobs	XY2335T77 - Sidewalks/ADA Upgrades at Various Locations in Carroll, Frederick, & Howard Counties Area-wide	25% DBE (federally funded)	06/15/2023
BPM037641	Danielle Preston	GA2525177 - md 39 (Hutton Road) from Ashby Ellis Road to US 219 Safety & Resurface Garrett County	7% DBE (federally funded)	06/15/2023
BPM037682	Kelly Powell	HO1005170 - MD 175 Thunder Hill Rd to Dobbin Rd Smart Signal - Howard County	8% DBE (federally funded)	06/15/2023
BPM037637	Allen Jacobs	XX6665229 - Facility Paving in District 7 Facilities Improvements	9% MBE	06/15/2023
BPM037818	Dorothy Antlitz	42812E1426SB - Hand Mowing, Trimming, & Litter Pickup at Various Locations East of Bel Air in Harford County	Small Business Reserve	06/15/2023
BPM037817	Dorothy Antlitz	4323M41426SB - Two-Person Spot Litter Pickup at Various Locations in the Owings Mills Shop Area in Baltimore County	Small Business Reserve	06/15/2023
BPM037438	Macall Davis	BCS 2023-05 - Construction Management & Inspection (CMI) Services - SBE, Statewide	SBE-Designated (federally funded)	06/21/2023
BPM037666	Dorothy Antlitz	5280051426 - Highway Lighting Maintenance & Repairs at Various Locations in Calvert, Charles, & St. Mary's Counties	5% MBE	06/22/2023
BPM037924	Colleen Robinson	42712S1426SB - Median & Roadside Tractor Mowing, Trimming & Litter Pickup Along Primary & Secondary Roadways at Various Locations South of Bel Air in Harford County	Small Business Reserve	06/22/2023
BPM037930	Dorothy Antlitz	4273H41426SB - Median & Roadside Mowing, Trimming & Litter Pickup Along Various Roadways in the Hereford Shop Area West of I-83 in Baltimore County	Small Business Reserve	06/22/2023
BPM037927	Dorothy Antlitz	4273MA1425SB - Tractor Mowing, Trimming & Litter Pickup at Various Locations in the Owings Mills Area South of Dogwood Road in Baltimore County	Small Business Reserve	06/22/2023
BPM037648	Danielle Preston	XX1535B77 - Permanent Patching of Asphalt Superpave at Various Locations in Caroline, Kent, Queen Anne's & Talbot Counties	16% DBE (federally funded)	06/22/2023
BPM037437	Macall Davis	BCS 2023-03 - Asset Management Program Support & Engineering Services, Statewide	25% DBE (federally funded)	06/28/2023
BPM037549	Mary Barse	BCS 2023-06 - Design & Construction Inspection Services for Cleaning & Painting Structures, Statewide	25% DBE (federally funded)	06/28/2023
BPM037215	Danielle Preston	PG8555177 - MD 704 (MARTIN LUTHER KING JR. HIGHWAY) FROM GREENLEAF ROAD TO ARDWICK ARDMORE ROAD SAFETY & RESURFACE	22% DBE (federally funded)	06/29/2023
BPM037944	Kelly Powell	XX1695285 - MOD/INSTALL/RECON OF TRAFFIC SIGNALS IN CE, CO, DO, KE, QA, SO, TA, WI, & WO COUNTIES	23% DBE (federally funded)	06/29/2023
BPM037926	Danielle Preston	XY2475C77 - Traffic Barrier Upgrades at Various Locations in Caroline, Cecil, Kent, Queen Anne's & Talbot Counties	6% DBE (federally funded)	06/29/2023

Standard & Pipeline Purchases

- Small procurements: hand tools, heavy equipment replacement parts, safety shoes, portable toilet rental, janitorial services, armed/unarmed security, landscaping, pest control, elevator and HVAC maintenance/repair
- Architectural and engineering (A/E) consultant services
- Construction
 - Bridge rehabilitation/replacement
 - Cleaning/painting bridges
 - Roadway paving/patching
 - Interchange construction
 - Bicycle/pedestrian routes
- Street/traffic light installation, maintenance, and repair
- Maintenance
 - Roadside mowing, litter pickup, and brush/tree cutting
 - Rest area management
- Professional services
 - Marketing
 - Temporary staffing services
- Information technology
 - Software
 - Computers and related equipment



Maryland
Transportation
Authority

June 7, 2023

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaison

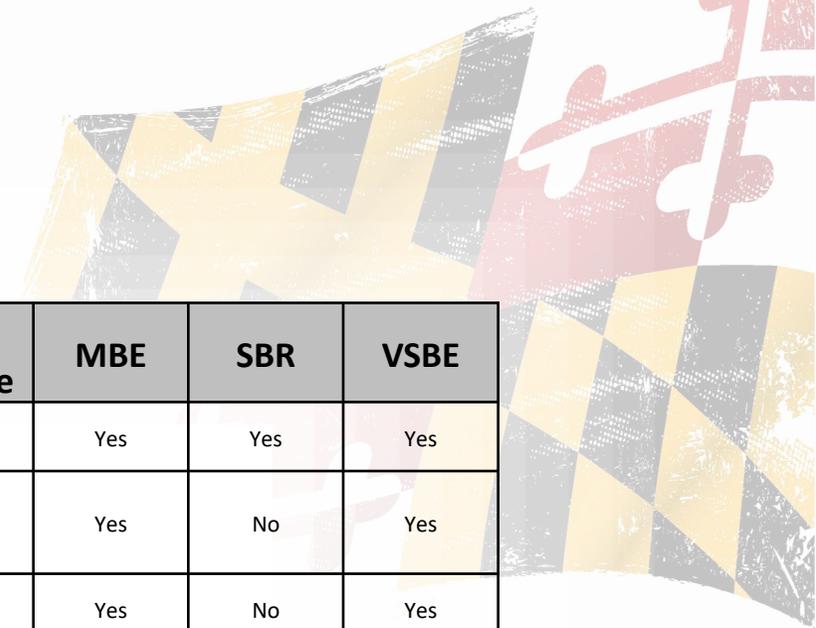
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Formal Procurements



Contract No.	Construction - Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
KB-3007-0000R	Police Headquarters Building Envelope Renovations	Spring 2023	Yes	Yes	Yes
KB-3005-0000	I-695 Subgrade Improvements at Bear Creek	Spring 2023	Yes	No	Yes
HT-3018-0000	Resurfacing North and South of BHT	Spring 2023	Yes	No	Yes
KH-3040-0000	MD 24 NB Auxiliary Lane - MD 924 through Singer Road Intersection	Spring 2023	Yes	No	Yes
MR-3030-0000	Environmental On-Call Phase IV	Spring 2023	Yes	No	Yes
MA-3017-0000	Radio Rebroadcast and Radiax in BHT & FMT	Summer 2023	Yes	No	Yes
HB-3001-0000	Cleaning and Painting of the Hatem Bridge	Summer 2023	TBD	TBD	TBD
KH-3020-0000	I-95 ETL NBE - MD 24 to Bynum Run	Summer 2023	TBD	TBD	TBD
MR-3020-0000	On-Call Facility/Building Repairs	Summer 2023	TBD	TBD	TBD
HT-3014-0000	I-895 All-Electronic Tolling Conversion – Design/Build	Summer 2023	Yes	No	Yes
MR-3018-0000R	Drainage Rehabilitation - Phase III - Outfalls	Fall 2023	TBD	TBD	TBD

A/E, Services and Maintenance Procurements

Contract No.	A&E - Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
2019-02 B	SBR Comprehensive Building and Facility Engineering and Consulting Services	Summer 2023	Yes	Yes	Yes
2022-01 A	Comprehensive Project Planning and Miscellaneous Consultant Services	Summer 2023	No	No	No
2022-02 B	SBR Construction Management and Inspection (CMI) Services	Summer 2023	Yes	Yes	Yes
2022-03 A	Comprehensive Traffic Engineering Services	Summer 2023	TBD	TBD	TBD
2022-01 B	SBR Comprehensive Project Planning and Miscellaneous Consultant Services	Summer 2023	No	Yes	No
2022-04 A	Comprehensive Operational Asset Management & Support Services	Summer 2023	TBD	TBD	TBD
2022-05 A	Asset Management Program Support Services	Summer 2023	TBD	TBD	TBD
Contract No.	Services and Maintenance - Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
SV-3109-0000	Debt Collection Services for Out of State Tolls and Violations RFP	Summer 2023	Yes	No	Yes
SV-00210586	Right of Way Services	Spring 2023	Yes	No	Yes
MT-00210823	Sludge Debris Removal at FMT	Spring 2023	No	No	No
SV-00210819	Third Party Environmental Audits	Spring 2023	No	Yes	No
MT-3138-0000	Generator Maintenance	Spring 2023	No	No	No

IT Procurements and Commodities

Contract No.	IT - Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
J01P3600040	Panasonic Toughbook	May 2023	N/A	Y	N/A
Contract No.	Commodities - Project Description	Anticipated Advertisement Date	MBE	SBR	VSBE
CC-00210667	Gym Equipment for MDTA Police	May 2023	N/A	N/A	N/A
J01R3600002	Dispatcher Uniforms for MDTA Police	May 2023	N/A	Y	N/A
J01R3600008	Bike Uniforms for the MDTA Police	May 2023	N/A	Y	N/A
J01R3600006	Outerwear for the MDTA Police	Summer 2023	N/A	Y	N/A



**MOTOR VEHICLE
ADMINISTRATION**

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

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June 7, 2023

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR Designated	Bid Opening Date
V-LOV-23060-M	Susan Blockinger	Janitorial Services for MDOT MVA Frederick Branch Office	SBR	June/2023

Standard & Pipeline Purchases

Purchasing Officer (Buyer)	Description	Estimated Value	Fiscal Year
Dominic Edet	Janitorial Services for various Branch Offices	≥\$50,000.00	FY2024
	Landscaping Services for various Branch Offices	≥\$50,000.00	FY2024
Dominic Edet	Unarmed Security Guard Services at MDOT MVA's Headquarters and branch offices	TBD	FY2024
Tajuana Nelson	Architect and Engineer A/E	TBD	FY2024
Lee Sanchez	Vehicle Emission Inspection Program	TBD	FY2024
Lee Sanchez	Environmental On-Call	TBD	FY2024
Lee Sanchez	Currency Scanner	TBD	FY2024

Standard & Pipeline Purchases

Procurement Officer	Project Description	Estimated Value	Fiscal Year
Norma Humphries	Nutanix Development	>\$100,000.00	FY24
Norma Humphries	Internet Kiosks- Replace existing Internet Kiosks to accommodate the high volume of customers	>\$100,000.00	FY24
Norma Humphries	MVA Contact Center	>\$100,000.00	FY24
Norma Humphries	NetApp Filer MVANT1 at Kauffman for off-site backups	>\$500,000.00	FY24
Norma Humphries	Desktop B/W Printer Refresh	>\$15,000.00	FY24
Norma Humphries	Kodak Scanners	>\$100,000.00	FY24
Norma Humphries	Intermec Printers for stickers	>\$100,000.00	FY24
Norma Humphries	HP Monitors 22"	>\$100,000.00	FY24
Norma Humphries	Surface Go Tablets (100)	>\$15,000.00	FY24
Norma Humphries	Laptop Refresh	>\$100,000.00	FY24
Norma Humphries	Application Performance Monitoring Tool	>\$100,000.00	FY24
Norma Humphries	Nutanix Production cluster for Customer Connect system	>\$1,000,001.00	FY24

Standard & Pipeline Purchases

Procurement Officer	Project Description	Estimated Value	Fiscal Year
Norma Humphries	Imprivata Virtual Appliances replacement (2) & Support	>\$15,000.00	FY24
Norma Humphries	PBX ACD/GNAV upgrade	>\$100,000.00	FY24
Norma Humphries	AppClarity 1-year Subscription, which provides a single, accurate view of the software installed and active across the enterprise.	>\$15,000.00	FY24
Norma Humphries	Maintenance & Support for HP (Synergy + 3 Par) hardware of Customer Connect system	>\$100,000.00	FY24
Norma Humphries	ManageEngine ADManager and ADAudit Plus Professional Edition annual Subscription	>\$15,000.00	FY24
Norma Humphries	Vormetric -Thales support for storing encryption keys and Encryption licenses and hardware	>\$15,000.00	FY24
Norma Humphries	Vmware Production Support licenses renewal	>\$15,000.00	FY24
Norma Humphries	Commvault licenses maintenance & support	>\$15,000.00	FY24
Norma Humphries	PDQ licenses for Software Patching and Deploy & Inventory	>\$15,000.00	FY24

MBE/SBR/VSBE Liaisons



MBE/VSBE Liaison

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MBE Liaison

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June 7, 2023

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Formal Procurements

\$50,000+ at the state level

Current Opportunities

Contract Number & Title	Estimated Advertisement Date	Estimated Value	Category of Work	MBE/VSBE Goal	SBR Designated (Yes/No)	Procurement Officer Contact Information
224006-S Shuttle Bus Services at Cruise Terminal	Fall 2023	\$200,000 NTE	Services	TBD	Yes	Tara Dowell tdowell@marylandports.com
TBD - Janitorial Services at Cruise Terminal	Fall 2023	\$200,000 NTE	Services	TBD	Yes	Tara Dowell tdowell@marylandports.com
TBD - IT Staff Augmentation Services	Summer 2023	\$15,000,000 NTE	Services	TBD	Yes	Margie Koppelman mkoppelman1@marylandports.com
TBD – IT Architect	Summer 2023	\$1,000,000-\$2,000,000	IT Services	TBD	Yes	Margie Koppelman mkoppelman1@marylandports.com
521020 Tidal Gates at Dundalk Marine Terminal	Summer 2023	\$5,000,000 - \$7,000,000	Construction	25% DBE/0% VSBE	No (Federal funds)	Mark Riesett mriesett@marylandports.com

Standard & Pipeline Purchases

- IT Supplies
 - Desktops, Laptops, CCTV cameras, etc.
- IT Services
 - IT Resources
 - CCTV Camera Installation
 - Cable & Wiring Installation
 - Assessments
 - Cyber Security
- Services
 - Janitorial, Shuttle Bus Services, Security Guard Services, Building Maintenance, Elevator Maintenance, Landscaping Services
- Construction
 - Marine & Waterfront Construction, Agency-Wide Specific (Paving, Substructure, Facility Improvements)
- Architectural/Engineering
 - Miscellaneous Engineering Services
 - Environmental Engineering Consultant Services
 - Diving Services
 - Dredging & Coastal Engineering Consultant Services



MBE/SBR/VSBE Liaisons

Maryland State Department of Education MBE/SBR/VSBE Liaisons

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May 23, 2023

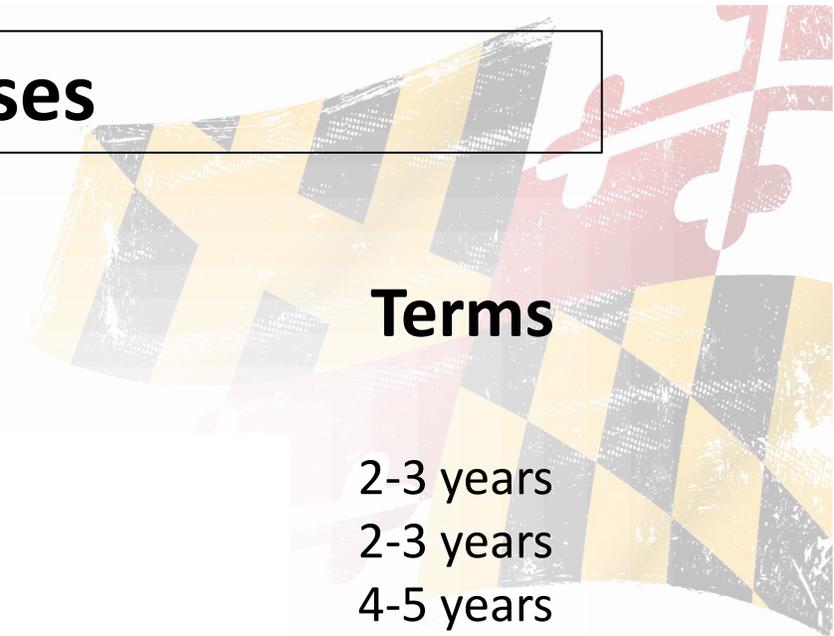
Formal Procurements

\$50,000+ at the state level

Current Opportunities

Contract Name	Designation	Procurement Officer	Procurement Officer Email
Temporary Personnel Services		Frank Conaway III	frank.conaway1@maryland.gov
LRN Staffing Services	SBR	Adrain Pulliam-Smith	adrain.pulliam-smith@maryland.gov
Web Data Collection System (WDCS) - Modification		Jenna Meinl	Jenna.Meinl1@maryland.gov
Auditing Software	SBR	Frank Conaway III	frank.conaway1@maryland.gov
Auditing Services (TORFP)	30% MBE Goal	Adrain Pulliam-Smith	adrain.pulliam-smith@maryland.gov
Kindergarten Readiness Assessment (KRA)		Jenna Meinl	Jenna.Meinl1@maryland.gov
Content Development for Math and ELA (Grades 3/8, ELA 10, ALG I & II, Geometry, MISA Science 5, 8 and Life Science 8 and Gov't	10% MBE Goal	Jenna Meinl	Jenna.Meinl1@maryland.gov
Administration, Scoring, and Reporting (ASR) for Grades 3-8 Math, ELA, Science 5 & , and Social Studies 8	6% MBE Goal	Jenna Meinl	Jenna.Meinl1@maryland.gov

Standard & Pipeline Purchases



Description

Est total

Terms

• Educational Testing Services (ETS)	\$10,000,00 to \$20,000.00	2-3 years
• IT services	\$1,000,00 to \$5,000,000	2-3 years
• Auditing Services	\$100,000 to \$500,000	4-5 years
• Educational Consulting	\$10,000.00 to \$20,000.00	1-2 years
• Courier Services	\$100,000 to \$500,000	1-2 years
• Survey and data collections services	\$1,000,00 to \$5,000,000	3-4 years
• Educational Support	\$1,000,00 to \$5,000.00	1-2 years
• Interpreting Services	\$1,000.00 to \$5,000.00	2-3 years



MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Name: Tammy Longan
Title: Acting Deputy Commissioner
Phone: 410-468-2462
Email: tammy.longan@maryland.gov

Procurement Officer

Name: Lisa McMillan
Title: Procurement Officer I
Phone: 410-468-2379
Email: lisa.mcmillan2@maryland.gov

June 7, 2023

www.goMDsmallbiz.maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
D80B3600015	A. Longacre	Cisco SmartNet Maintenance of Telephone Infrastructure		6/6/2023 (PBX Master Contracts)
D80B3600012	A. Longacre	Cisco Security System Maintenance of Security Systems		(Hardware Contract)

Standard & Pipeline Purchases

- * IT Software & Maintenance
- * IT Hardware & Maintenance
- * IT Consulting
- * Financial Examination & Auditing Services - Every 5 Years
- * Insurance Related Consulting Services
- * Producer Licensing Examination and Pre-Licensing Services - Every 5 Years



MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaison

Chanel Franze
Mgr. of Business Diversity and Supplier Inclusion
(410) 704-2048
cfranze@towson.edu

Director of Procurement

Joselyn M. Johnson
Director of Procurement
(410)704-4453
jmjohnson@towson.edu

Please visit our TU Bid Board:

<https://www.towson.edu/procurement/vendors.html>

And eMaryland Marketplace Advantage

<https://emma.maryland.gov/page.aspx/en/usr/login>

June 7, 2023

www.goMDsmallbiz.maryland.gov

Formal Procurements

\$200,000+ Per USM Policy or as determined by the Scope of Work

Current and Future Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designation
TU-2340	Wendy Childs	On-call Brick and Masonry	SBR
TU-2326	Nina Baxter	T.U.N.E Comp. Grounds Maintenance	SBR
TU-2401	Joselyn Johnson	Brand Perception Marketing Study	SBR
TU-2338	Wendy Childs	Glen Towers Generator Replacement	35% MBE Goal
TBD	Joselyn Johnson	MEEC A/V Hardware and Software	N/A

What we buy at Towson University

Common Items purchased:

- Books, apps, subscriptions, catered meals, office supplies
- IT equipment and supplies, IT consulting
- Specialized educational software, laboratory supplies and classroom equipment
- Library materials and subscriptions
- Construction Services and Materials
- Facilities Maintenance
- Utilities Services (Piping, cabling, electrical)

Procurement Card- Under \$5k

Limited competitive opportunities, Purchases are made at Department Level

USM Simplified Acquisition \$5,001.00-\$25,000.00

Limited Competitive Opportunities, Purchases made at the Department Level paid through a Purchase order.

Simplified Acquisitions \$25,000-\$200,000.00

Must be bid out for competition or considered a sole source procurement

Formal Procurements over \$200,000.00

Solicitations are open to the public via eMMA or TU Bid Board

MBE subcontracting and Small Business Reserve opportunities available

www.goMDsmallbiz.maryland.gov



QRC FOR PRESENTATION

June 7, 2023

MBE/SBR/VSBE Liaisons

MBE/SBR Liaison

Altha Weaver

410-223-4112 (office)

443-865-8383 (cell)

aweaver@mdstad.com

Senior Compliance Officer

Lisa Johnson

410-223-4117 (office)

443-414-9929 (cell)

ljohnson@mdstad.com

www.goMDsmallbiz.maryland.gov

Small Procurements & Credit Card Purchases

MSA Procurement Policies and Procedures can be located on our website.

MSA Website: <https://www.mdstad.com/doing-business/contract-opportunities>

MSA Contractor Sign Up: <https://www.mdstad.com/doing-business/contractor-sign-up>

eMMA: <https://emma.maryland.gov/>

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Project Site | Procurement Officer

Camden Yards Sports Complex

- IFB – On Call Floor Coating and Repairs (CYSC)| **John Samoryk**
- IFB – On Call Caulking and Expansion Joint Repairs and Replacements (CYSC)| **John Samoryk**
- IFB – On Call Structural Steel Painting Services (CYSC)| **John Samoryk**
- IFB – On Call General Trades Services (CYSC)| **John Samoryk**
- IFB – On Call Landscaping, Grounds, Irrigations and Snow Removal Services (CYSC)| **John Samoryk**
- IFB – On Call Welding and Fabrication Services(CYSC)| **John Samoryk**
- IFB – On Call Furniture and Millwork Repairs (CYSC)| **John Samoryk**
- IFB – High Rise Window and Glass Cleaning and Ancillary (CYSC)| **John Samoryk**
- IFB – Access Control System Maintenance and Repair Services (CYSC)| **John Samoryk**
- IFB – Dock Extension (M&T)| **John Samoryk**
- RFP – Energy Procurement and Consulting (CYSC)| **John Samoryk**
- RFP – Human Resource Timekeeping Software (HR)| **John Samoryk**

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Project Site | Procurement Officer

Camden Yards Sports Complex

- IFB - On Call Waterproofing and Restoration Consulting Services (CYSC) | **John Samoryk**
- SBR – Warehouse Janitorial Services | **John Samoryk**
- SBR – Television Maintenance Services (CYSC) | **John Samoryk**

Capital Project Development Group

- RFP – Facility Assessments for Minor League Stadiums (HB897) | **Yai Waite**
- RFP – Design Build Services Wayne K. Curry Plaza | **Yai Waite**
- RFP – A/E Services Prince George’s County Indoor Field House | **Yai Waite**
- RFP– A/E Services (Master Planning for Morgan Boulevard Campus) | **Yai Waite**
- RFP – A/E Services Prince George’s Stadium MiLB Stadium Improvements | **Yai Waite**
- RFP – A/E Services Arthur W. Purdue MiLB Stadium Improvements | **Yai Waite**
- RFP – A/E Services Harry E. Grove MiLB Stadium Improvements | **Yai Waite** – Expected release in Q2

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Project Site | Procurement Officer

M&T Bank Stadium

- RFP – Renovation Projects at M&T Bank Stadium – Prequalified A/E – subcontracting opportunities | **Yai Waite**
- RFP – Renovation Projects at M&T Bank Stadium – Prequalified CM – subcontracting opportunities | **Yai Waite**

PROJECT C.O.R.E.

- RFP – Demolition & Abatement Service (Various Locations) | **Yai Waite**

21st Century Schools

- Subcontracting Opportunities by Construction Managers – Summer 2023 | **Yai Waite**
- RFP – CM Services Commodore John Rodgers Elementary/Middle School | **Yai Waite** – Expected release in Q2
- RFP – T&I Services Commodore John Rodgers Elementary/Middle School | **Yai Waite** – Expected release in Q2
- RFP – CX Services Frederick Douglass Building | **Yai Waite** – Expected release in Q3

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Project Site | Procurement Officer

Build to Learn

- RFP – A/E Services Baltimore City College High School | **Yai Waite**
- RFQ – CM Services Baltimore City College High School | **Yai Waite** – Expected release in Q2
- RFP – Pre-qualified CM Services Baltimore City College High School | **Yai Waite** – Expected release in Q3
- RFQ – A/E Services Baltimore Polytechnic Institute/Western High School | **Yai Waite** – Expected release in Q3
- RFQ – CM Services Baltimore Polytechnic Institute/Western High School | **Yai Waite** – Expected release in Q4



QRC FOR PRESENTATION

June 7, 2023

Procurement Contacts

MSA Administration

John Samoryk
Vice President, Procurement
410-223-4147
jsamoryk@mdstad.com

Capital Projects Development Group

Yai Waite
Associate Vice President, Procurement
410-223-4103
ywaite@mdstad.com

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The background features a collage of Maryland state flags, which are characterized by a black and gold checkered pattern with a red and white cross. A red ribbon with white bows is also visible, draped across the top and right sides of the image. The overall composition is dynamic and celebratory.

Moving Forward

Mining Public Data Techniques



goMDsmallbiz.maryland.gov

Videos & Slide Decks

[eMaryland Marketplace Advantage \(eMMA\)](#)

[Procurement Forecast](#)

[Board of Public Works](#)

[Communicating with Confidence](#)

Keep Learning

- 2 free webinars every month
- No cost to attend
- Register in advance to receive the participation link
- Download the presenter's slide deck
- Access video recordings of all classes on our YouTube playlist

goMDsmallbiz.maryland.gov



 **Maryland**
GOVERNOR'S OFFICE OF
SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS
goMDsmallbiz.maryland.gov

T.I.P.S. Webinar Series

**Training & Insights for
Procurement Success**

#goMDsmallbiz

Upcoming T.I.P.S. Webinars

Tuesday, June 27, 2023

10 a.m.

Strategies for Digital Marketing

Thursday June 29, 2023

10 a.m.

Leveraging Your Certifications

goMDsmallbiz.maryland.gov



VIDEO PLAYLIST

T.I.P.S. Webinar Series Playlist

The screenshot shows a YouTube playlist interface. On the left is a large video player thumbnail for the first video, 'T.I.P.S. Webinar Series - The Governor's Office of Small, Minority...'. The thumbnail features a portrait of Nichelle Johnson, MBE Compliance Manager, and the logo for the Maryland Governor's Office of Small, Minority & Women Business Affairs. Below the thumbnail, the video title is partially visible, along with the channel name 'StateMaryland', '25 videos', '1,104 views', and 'Updated today'. At the bottom of the player are icons for playlist management and buttons for 'Play all' and 'Shuffle'.

On the right is a list of four video thumbnails:

- 1** **Maryland's MBE Rights & Respons**
StateMaryland • 7 views • 21 hours ago
NICHELLE JOHNSON
MBE COMPLIANCE MANAGER
1:45:47
- 2** **The 7 Cs of Good Proposal Writing**
StateMaryland • 1 view • 21 hours ago
TINA PATTERSON, MCR, CPAPM, MCIAA
Principal, Jade Solutions, LLC
1:59:19
- 3** **Subcontracting in Maryland's Mind 2023**
StateMaryland • 24 views • 4 weeks ago
KAREN REYES
MBE COMPLIANCE MANAGER
1:26:42
- 4** **Strategies for Teaming, Partnering**
StateMaryland • 11 views • 4 weeks ago
Today's Coordinating Team
Francis Gregory
Allen Tebb
Sevon Gordaz
Tonie Johnson
Eduardo D. Royden
1:57:33

<https://www.youtube.com/playlist?list=PLlgoHh4Po1J0W63akD6aGAU8JmT0qzOrX>

Resource Partners

Maryland APEX Accelerator
(formerly MD PTAC)
<https://www.mdptac.org/>

Maryland Women's Business Center
(MWBC)
<https://marylandwbc.org/>

Prince George's County Economic
Development Corporation
& Innovation Station Business Incubator
<https://www.pgcedc.com/>

Maryland Lottery & Gaming
<https://www.mdgaming.com/>

Assured Partners of Maryland
(Bonding)
<https://www.assuredpartners.com/>

Montgomery County Economic
Development Corporation
<https://thinkmoco.com/expand>

MDOT – Office of Small and Minority Business
Policy
<https://www.mdot.maryland.gov/tso/pages/index.aspx?pageid=90>

Partners

Maryland APEX Accelerator
(formerly MD PTAC)

<https://www.mdptac.org/>

Maryland Women's Business Center
(MWBC)

<https://marylandwbc.org/>

Prince George's County Economic
Development Corporation
& Innovation Station Business Incubator

<https://www.pgcedc.com/>

MDOT – Office of Small and Minority
Business Policy

<https://www.mdot.maryland.gov/tso/page/s/index.aspx?pageid=90>

Resources

Governor's Office of Small, Minority & Women Business
Affairs

<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>

Maryland's Office of Minority Business Enterprise (OMBE)

<https://www.mdot.maryland.gov/tso/pages/Index.aspx?PageId=90>

Maryland Department of Commerce
Maryland Financial Incentives for Business

<https://commerce.knack.com/maryland-funding-incentives>

Maryland Entrepreneur HUB

<https://marylandentrepreneurhub.com/>



Thank You!